

METHOD FOR ANALYZING ASSORTMENT OF RETAIL PRODUCT

CROSS-REFERENCE TO RELATED APPLICATIONS

- 5 [0001] This application claims the benefit of U.S. Provisional Patent Application Serial No. 60/258,470, filed December 27, 2000.

FIELD OF THE INVENTION

- 10 [0002] This invention relates generally to a method of determining a product mix for a retail store, and more particularly, to a method of determining a product mix for a retail store using information from more than one source and generating reports.

BACKGROUND OF THE INVENTION

- 15 [0003] Product mix within a retail store has proven to be a large factor in retail sales. However, the ideal product mix in a retail store for optimum sales of a particular product market, segment or sub-segment or in general may be a trial and error process.

- 20 [0004] With the use of universal product codes ("UPC") and sophisticated scanning and register systems, large amounts of data concerning consumer shopping habits and sales are available. Consumer purchasing data is also available from many other sources such as research groups and public surveys which provide syndicated data for purchase. Examples of such sources of syndicated data are Information Resources Incorporated ("IRI") and A.C. Nielsen ("ACN"). In addition, planogram data, or the products currently stocked in a retail store, may also be available.

[0005] Typically, the data is manipulated by hand through several iterative calculations by manufacturers and/or suppliers to provide useful information, in a useable format to retailers, such as the products that consumers are currently purchasing and demographic information demonstrating trends that are occurring within a particular marketplace that
5 retailers and consumers may take advantage of.

[0006] As a consequence of the vast amounts of data available, manual manipulation of such data to determine the proper product mix in a retail store for optimizing sales has been a laborious and inefficient process.

[0007] The present invention is aimed at solving one or more of the problems identified
10 above.

SUMMARY OF THE INVENTION AND ADVANTAGES

[0008] In one aspect of the present invention, a computer-based method for determining a product mix for a retail store is disclosed. The method includes the steps
15 of establishing a market segment and a market cutoff rate, and generating a list of suggested product mix as a function of the market segment, the market cutoff rate and a sales information database.

[0009] In another aspect of the invention, a computer-based method for determining a product mix for a retail store is disclosed. The method includes the steps of establishing
20 a market segment and a market cutoff rate and generating a list of suggested product mix as a function of the market segment, the market cutoff rate and a sales information database. The method further includes the steps of determining an opportunity gap as a function of the sales information database and producing a report.

[0010] In yet another aspect of the present invention, a computer-based method for determining a product mix for a retail store is disclosed. The method includes the steps of establishing a market segment, a market cutoff rate, a sales information database and marketing conditions and generating segment worksheets as a function of the sales information database, the market segment and the market cutoff rate. The method further includes the steps of generating a list of suggested product mix as a function of the market segment, the market cutoff rate, the sales information database, and the marketing conditions, determining an opportunity gap as a function of the sales information database, and producing a report including the list of suggested product mix.

BRIEF DESCRIPTION OF THE DRAWINGS

[0011] Other advantages of the present invention will be readily appreciated as the same becomes better understood by reference to the following detailed description when considered in connection with the accompanying drawings wherein:

[0012] Figure 1A is a flow diagram of a computer-based method of producing reports for product mix for a retail store, according to an embodiment of the present invention;

[0013] Figure 1B is a flow diagram of a computer-based method of producing reports for product mix for a retail store, according to an embodiment of the present invention;

[0014] Figure 1C is a flow diagram of a computer-based method of producing reports for product mix for a retail store, according to an embodiment of the present invention.

[0015] Figure 2 is a diagrammatical illustration of an initial dialog box of a computer program embodying the present invention;

[0016] Figures 3 is a diagrammatical illustration of a dialog box including an Excel folder having several sales information databases, according to an embodiment of the present invention;

[0017] Figure 4 is a diagrammatical illustration of a sales information database having account data, according to an embodiment of the present invention;

[0018] Figures 5 is a diagrammatical illustration of a dialog box for inputting the market cutoff rate, according to an embodiment of the present invention;

[0019] Figures 6 is a diagrammatical illustration of a dialog box for selecting segmentation data, according to an embodiment of the present invention;

[0020] Figures 7 is a diagrammatical illustration of a dialog box for entering an ACV value to be used for determining the opportunity gap, according to an embodiment of the present invention;

[0021] Figures 8 is a diagrammatical illustration of a dialog box for producing reports, according to an embodiment of the present invention;

[0022] Figures 9 is a diagrammatical illustration of an account worksheet, according to an embodiment of the present invention;

[0023] Figures 10 is a diagrammatical illustration of an account worksheet, according to an embodiment of the present invention;

[0024] Figures 11 is a diagrammatical illustration of a category worksheet, according to an embodiment of the present invention;

[0025] Figures 12 is a diagrammatical illustration of a category worksheet, according to an embodiment of the present invention;

[0026] Figures 13 is a diagrammatical illustration of a dialog box for changing an assortment, according to an embodiment of the present invention;

[0027] Figures 14 is a diagrammatical illustration of an impact report, according to an embodiment of the present invention;

5 [0028] Figures 15 is a diagrammatical illustration of a new assortment report, according to an embodiment of the present invention; and

[0029] Figures 16 is a diagrammatical illustration of a top-bottom report, according to an embodiment of the present invention.

10 DETAILED DESCRIPTION OF THE PREFERRED EMBODIMENT

[0030] Referring to the Figures, wherein like numerals indicate like or corresponding parts throughout the several views, a computer-based method for determining a product mix for a retail store according to an embodiment of the present invention is generally shown at 100. The product mix represents the varieties of products, services or other
15 commodities offered by a retailer. Each product or service further represents a particular market segment. The method of the present invention allows each market segment to be evaluated by a retailer in order to determine the optimum product mix for maximizing sales. Examples of a market segments may be cereal, pickles, rice, pasta, vegetables, and so on.

20 [0031] With particular reference to Figure 1A, a method for determining a product mix for a retail store, according to a first embodiment of the present invention will now be discussed. In a first control block 102, the method 100 includes the step of establishing a market segment. Establishing includes reading, identifying, storing, inputting as a

function of input by a user or any other suitable method of receiving or reading data. The market segment represents a product, a service or any other suitable consumer demand in a marketplace. A retailer chooses a market segment in accordance with the product, service or other commodity offered by the retailer in order to evaluate the current success
5 of the retail store and the potential success according to the existing market segment provided by the retailer. Furthermore, a market segment may include categories such as ready-to-eat cereal, cooked cereal, canned vegetables, milk, cheese or any other category, segments such as adult, all-family and kid cereals, and sub-segments such as adult fruit-
10 and-nut, adult wholesome and adult raisin bran cereals. The example discussed herein pertains to cereal products. However, the method 100 is not to be read as limited in any way to cereal.

[0032] In a second control block 104, the method 100 of the present invention further includes the step of establishing a market cutoff rate. The market cutoff rate represents a percentage of a market distribution for a particular market segment that a retailer wishes
15 to provide. For example, of all types of cereals available on the market, or market distribution, the cereals made available for purchase at a retail store represents the percentage of market distribution. Thus, the market cutoff rate may be a percentage, a cumulative dollar sales or any other suitable representation of an amount determined by the retailer representing the amount of the market distribution the retailer wishes to make
20 available at the retail store. While a retailer may want to carry 90 percent of the market distribution for cereals at the retail store, they may only want to carry 60 percent of the market distribution for pickles. Other applicable depictions of portion of sales, loss or suitable field of measurement may also be used.

[0033] In a third control block 106, a list of suggested product mix is generated as a function of the market segment, the market cutoff rate and a sales information database having information related to sales of product as a function of time. A sales information database is generated by inputting data from files which may exist in the computer program or files that may be imported into the computer program or worksheets that may be generated by the computer program.

[0034] The sales information database may include syndicated data and consumer panel data such as IRI data, ACN data or any other suitable data that may be purchased from a source which compiles scan data, such as UPC data, purchased from retailers.

[0035] The sales information database may further include planogram data in text, graphical or any other suitable format representing the market distribution carried by the retail store. The planogram data included may represent a single market segment or more than one market segment carried by the retail store. Incorporating planogram data allows a retailer to determine what products in the market segment their retail store account is carrying and provides information regarding products and services not carried that may be selling better.

[0036] The sales information database may further include account data associated with the retail store. Referring to Figure 4 in one embodiment, the account data is stored in a spreadsheet 400 comprising the account information is shown. The account data may include account information associated with the retail store such as an identifier 402, description data 404, dollar sales data or any other suitable account data. An example of the identifier 402 may be a UPC 402 or any other suitable identifier associated with a product or service. The retail store account data may further include all commodity

volume ("ACV") weighted distribution data and dollars per million ACV data. ACV data represents the entire volume of product or service sold by a retailer. The ACV weighted distribution data is the percent of the ACV that represents a product or service. Similarly, the dollars per million ACV data represents the dollar amount of a product or service per million dollars of total volume sold.

[0037] Retail store account data may further include segmentation data wherein the products or services are broken down into a hierarchy of levels. For example, the products or services provided in the retail store may be divided as segmentation data into category data or unit sales, segment data or class, and sub-segment data or sub-class. The category data may be ready-to-eat cereal, cooked cereal, canned vegetables, milk, cheese or any other category. The segment data are the categories further divided into segments such as adult, all-family and kid cereals. The sub-segment data are the segments further divided into sub-segments such as adult fruit-and-nut, adult wholesome and adult raisin bran cereals. The user selects the segmentation level for which they want the product mix determined.

[0038] With particular reference to Figure 1B, a method 120 for determining a product mix for a retail store, according to a second embodiment of the present invention will now be discussed. In a first control block 102, the market segment is established. In a second control block 104, the market cutoff rate is established. In a third control block 106, the list of suggested product mix is generated. The method 120 includes the steps of determining an opportunity gap and producing a report. As shown in Figure 1B, in a fourth control block 110, an opportunity gap is determined as a function of the sales information database. The opportunity gap represents potential sales of a product, service,

or category, segment or sub-segment of a product or service that the retail store is not offering. For example, if the retail store provides 24 percent of the ACV in the market, yet is actually selling only 22 percent, there is a 3 percent opportunity gap. The opportunity gap further represents a profit opportunity. The program of the present invention establishes the ACV value and compares the ACV value with the account data, and for a particular category, segment or sub-segment or other segmentation level to determine the potential dollar sales of the selected segmentation level which is not currently carried by the retailer.

[0039] Referring to Figures 1B, 8 and 13 through 16, in a fifth control block 120, the method 120 further includes the step of producing a report including the list of suggested product mix. Examples of reports produced may be a new assortment report 1400, an impact report 1500, a top-bottom report 1600 or any other suitable report. A report 1400, 1500, 1600 may inform the retailer about the sales or profit history of the products or services currently provided or assist the retailer in making decisions as to products or services which should be offered to optimize sales. The format of the report, such as which columns of information to include, is user-driven. The report may include the same columns as are generated in a worksheet.

[0040] The new assortment report 1400 lists the products or services that should be provided by a retailer to optimize sales. The report may be produced by applying the market cutoff rate to the sales information database or any other suitable calculation. The new assortment report 1400 represents the suggestions regarding products or services which, if provided by the retailer, would allow the retailer to better serve their market for optimum sales. Referring to Figure 13, in accordance with the new assortment report

1400, a user may make an assortment decision as to whether the amount carried of each product or service should be retained, deleted from or added to. The assortment decision may represent cumulative dollar sales, percentages or any other suitable method of measure for each product or service in the category, segment or sub-segment. In accordance with the new assortment report 1400, the retailer may make assortment decisions by choosing to retain, add or delete the types or amounts of products or services provided in the retail store. As a result, the planogram of the retail store may be altered to reflect the assortment decision suggestions provided thereby creating a new assortment wherein lesser selling items are substituted for higher selling items across a market, category, segment or sub-segment.

[0041] The impact report 1500 includes the product or service 1502, amount added 1504, the amount deleted 1506 and an impact amount 1508. The impact amount 1506 allows the user to determine how an item that is added to or deleted from a planogram will impact the sales of another item such as a market, category 602, segment 604, 606 or sub-segment 608. This information assists a retailer in determining whether the expected sales warrant stocking that item at the retail store.

[0042] A top-bottom report 1600 lists the top ten items 1602 and bottom ten items 1604 for a market, category 602, segment 604, 606, or sub-segment 608. The top ten items 1602 are the items which should be added to optimize sales and the bottom ten items 1604 are the items which should be deleted from the planogram to optimize sales.

[0043] With particular reference to Figure 1C, a method 130 for determining a product mix for a retail store, according to another embodiment of the present invention will now be discussed. In a first control block 102, the market segment is established. In a second

control block 104, the market cutoff rate is established. In a third control block 106, the list of suggested product mix is generated. In a fourth control block 108, an opportunity gap is determined. In a fifth control block 110 a report is produced. In a sixth control block 112, the method 130 further includes the step of establishing the sales information database. In another control block 114, the method 130 further includes the step of establishing market conditions such as competitor information, demographic information, geographic information, inflation rate information, gross national product information or any other suitable information describing the market. The market conditions may be taken into account when producing a report to be discussed later.

10 **[0044]** Referring to Figures 1C and 9 through 12, in yet another control block 116, the method 130 of the present invention further includes generating worksheets 900, 1000, 1100, 1200 as a function of the sales information database, the market segment and the market cutoff rate.

[0045] Referring to Figures 9 and 10, the worksheets 900, 1000, 1100, 1200 comprise
15 the compiled information in a desired format determined by a user and permit the user to view the information in a format useful to the user. For example, the worksheet 1100, 1200 may be a category worksheet 1100, 1200 listing the UPC 1101, the product or service 1102, the ranking of the product in the assortment decision 1106, product sales and profit information for the retail store 1108, and product sales and profit information
20 for a market 1110, competitor information 1202, assortment decisions 1204, the opportunity gap 1206 or any other suitable compilation of the data pertinent to the retailer's market. In addition, the worksheet 900, 1000 may be an account worksheet 900, 1000 having compiled therein an identifier 902, a description 904, sales 906,

competitor information 1002, assortment decisions 1004, the opportunity gap 1006 or any suitable set of information pertinent to the retail store account and desirable to the user.

[0046] A worksheet 900, 1000, 1100, 1200 may be created for a sub-segment 608, segment 604, 606, category 602, market or any other suitable compilation of segmentation data. The format of the data compilation displayed in the worksheet 900, 1000, 1100, 1200 may take the form of percentages, dollars or any other suitable data compilation format. From these worksheets 900, 1000, 1100, 1200, assortment decisions may be made and reports may be generated.

[0047] In the preferred embodiment, the design for the program is based on the concept of a Wizard. A Wizard provides an automated and guided set of steps to help the user import a desired set of data to be integrated with steps allowing the user to enter the necessary criteria for composing product assortment reports. A means is provided for the user to progress both forward and backward through the process. Also, the user may cancel processing at any time.

[0048] With reference to Figure 2, an exemplary wizard interface is shown with the essential elements. Each step within the wizard provides the buttons shown including help, cancel, back, next and finish buttons 212, 214, 216, 218, 220. Each step may provide an appropriate title along with instructions for actions to be taken during the current task. A graphic may also be provided for each step in the wizard to improve user-friendliness and overall user acceptance. The graphics also relate to the current task at hand. Users of the present invention include manufacturers, service providers, suppliers, retailers or any other provider of products, services or other commodity wanting a report

for determining the optimum mix of products, services or other commodities for maximizing sales.

5 [0049] In one aspect of the present invention, the method 100 is implemented in a computer software program. In one embodiment, the computer software program is executed on a stand-alone computer such as a personal computer or workstation. In one embodiment, computer files stored on the computer or located on removable media, such as compact discs, may contain the data used by the present invention. In another embodiment, the computer may be linked to another computer or computers over a computer network (such as a LAN or the Internet) to provide access to the data files.

10 [0050] In the illustrated embodiment, the computer software program is implemented within a spreadsheet program such as Microsoft Excel available from Microsoft Corporation of Redmond, WA. The computer program may also be implemented within other commercially available software, e.g., a database application, such as Microsoft Access, also available from Microsoft Corporation. Alternatively, the computer software
15 program may be implemented as a standalone computer application.

[0051] Referring to Figures 2 through 8 and 13, operation of an embodiment of the present invention will now be discussed. Referring to Figures 2 and 3, a dialog box 200 database includes user buttons 202, 204, 206, 208 for selecting files to generate the sales information database. The user selects the desired data to be considered for generating a
20 product mix, such as syndicated data, consumer panel data account files and planogram data. When the account file user button 206 is selected, the dialog box 300 opens displaying the existing account data files 302, 304, 306. Referring to Figure 3, the dialog box 300 includes an Excel folder having several account data files 302, 304, 306. One or

more of the account data files 302, 304, 306 may be imported to the computer program of the present invention when the user selects the desired files 302, 304, 306.

[0052] Referring to Figures 2 and 6, when the user selects the IRI user button 202, a dialog box 600 for selecting segmentation data is shown. In the preferred embodiment, the segmentation data is displayed as category 602, segment 604, 606 and sub-segments 608. The user may select the desired segmentation level to be included in the IRI data generating the sales information database which, in turn, is used for generating the list of suggested product mix, producing the reports 1400, 1500, 1600, generating the worksheets 900, 1000, 1100, 1200 or providing any other desired parameter.

[0053] Referring to Figure 5, a dialog box 500 for inputting the market cutoff rate includes a dollar sales entry box 502 and a percent unit sales entry box 504. The user may enter the market cutoff rate as a percent of dollar sales or a percent of unit sales in the appropriate entry box 502, 504. The market cutoff rate entered may be used to produce reports, determine the opportunity gap or generate any other desired parameter.

[0054] Referring to Figure 7, a dialog box 700 for entering an ACV value in an ACV entry box 702 to be used for determining the opportunity gap is shown. To determine the opportunity gap, the program establishes the ACV value and compares the ACV value with the account data, and for a particular category, segment or sub-segment or other segmentation level to determine the potential dollar sales of the selected segmentation level which is not currently carried by the retailer.

[0055] Referring to Figure 8, dialog box 800 having user buttons 802, 804, 806 permits a user to select the reports 1400, 1500, 1600 to be produced by the computer program. In

the preferred embodiment, the reports include the new assortment report 1400, the impact report 1500, and the top-bottom report 1600 as described herein.

[0056] Referring to Figure 13, dialog box 1300 includes user buttons 1302, 1304. In accordance with the new assortment report 1400, a user may enter an assortment decision 5 1302, 1304 as to whether the amount carried of each product or service should be retained, deleted from or added to. Thus, the retailer may make assortment decisions by choosing to retain, add or delete the types or amounts of products or services provided in the retail store. The assortment decision 1032, 1304 may represent cumulative dollar sales, percentages or any other suitable method of measure for each product or service in 10 the category 602, segment 604, 606 or sub-segment 608. Accordingly, reports 1400, 1500, 1600, worksheets 900, 1000, 1100, 1200 and opportunity gaps may be determined again based on the assortment decision.

[0057] The foregoing detailed description shows the preferred embodiments of the present invention are well suited to fulfill the objectives of the invention. It is recognized 15 that those skilled in the art may make various modifications or additions to the preferred embodiments chosen herein to illustrate the present invention, without departing from the spirit of the present invention. Accordingly, it is to be understood that the subject matter sought to be afforded protection should be deemed to extend to the subject matter defined in the appended claims, including all equivalents thereof.

20 [0058] The invention has been described in an illustrative manner, and it is to be understood that the terminology that has been used is intended to be in the nature of words of description rather than limitation. It will be apparent to those skilled in the art that many modifications and variations of the present invention are possible in light of the

above teachings. Therefore, it is to be understood that the invention may be practiced otherwise than as specifically described within the scope of the amended claims.

11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32
33
34
35
36
37
38
39
40
41
42
43
44
45
46
47
48
49
50
51
52
53
54
55
56
57
58
59
60
61
62
63
64
65
66
67
68
69
70
71
72
73
74
75
76
77
78
79
80
81
82
83
84
85
86
87
88
89
90
91
92
93
94
95
96
97
98
99
100
101
102
103
104
105
106
107
108
109
110
111
112
113
114
115
116
117
118
119
120
121
122
123
124
125
126
127
128
129
130
131
132
133
134
135
136
137
138
139
140
141
142
143
144
145
146
147
148
149
150
151
152
153
154
155
156
157
158
159
160
161
162
163
164
165
166
167
168
169
170
171
172
173
174
175
176
177
178
179
180
181
182
183
184
185
186
187
188
189
190
191
192
193
194
195
196
197
198
199
200
201
202
203
204
205
206
207
208
209
210
211
212
213
214
215
216
217
218
219
220
221
222
223
224
225
226
227
228
229
230
231
232
233
234
235
236
237
238
239
240
241
242
243
244
245
246
247
248
249
250
251
252
253
254
255
256
257
258
259
260
261
262
263
264
265
266
267
268
269
270
271
272
273
274
275
276
277
278
279
280
281
282
283
284
285
286
287
288
289
290
291
292
293
294
295
296
297
298
299
300
301
302
303
304
305
306
307
308
309
310
311
312
313
314
315
316
317
318
319
320
321
322
323
324
325
326
327
328
329
330
331
332
333
334
335
336
337
338
339
340
341
342
343
344
345
346
347
348
349
350
351
352
353
354
355
356
357
358
359
360
361
362
363
364
365
366
367
368
369
370
371
372
373
374
375
376
377
378
379
380
381
382
383
384
385
386
387
388
389
390
391
392
393
394
395
396
397
398
399
400
401
402
403
404
405
406
407
408
409
410
411
412
413
414
415
416
417
418
419
420
421
422
423
424
425
426
427
428
429
430
431
432
433
434
435
436
437
438
439
440
441
442
443
444
445
446
447
448
449
450
451
452
453
454
455
456
457
458
459
460
461
462
463
464
465
466
467
468
469
470
471
472
473
474
475
476
477
478
479
480
481
482
483
484
485
486
487
488
489
490
491
492
493
494
495
496
497
498
499
500
501
502
503
504
505
506
507
508
509
510
511
512
513
514
515
516
517
518
519
520
521
522
523
524
525
526
527
528
529
530
531
532
533
534
535
536
537
538
539
540
541
542
543
544
545
546
547
548
549
550
551
552
553
554
555
556
557
558
559
560
561
562
563
564
565
566
567
568
569
570
571
572
573
574
575
576
577
578
579
580
581
582
583
584
585
586
587
588
589
590
591
592
593
594
595
596
597
598
599
600
601
602
603
604
605
606
607
608
609
610
611
612
613
614
615
616
617
618
619
620
621
622
623
624
625
626
627
628
629
630
631
632
633
634
635
636
637
638
639
640
641
642
643
644
645
646
647
648
649
650
651
652
653
654
655
656
657
658
659
660
661
662
663
664
665
666
667
668
669
670
671
672
673
674
675
676
677
678
679
680
681
682
683
684
685
686
687
688
689
690
691
692
693
694
695
696
697
698
699
700
701
702
703
704
705
706
707
708
709
710
711
712
713
714
715
716
717
718
719
720
721
722
723
724
725
726
727
728
729
730
731
732
733
734
735
736
737
738
739
740
741
742
743
744
745
746
747
748
749
750
751
752
753
754
755
756
757
758
759
760
761
762
763
764
765
766
767
768
769
770
771
772
773
774
775
776
777
778
779
780
781
782
783
784
785
786
787
788
789
790
791
792
793
794
795
796
797
798
799
800
801
802
803
804
805
806
807
808
809
810
811
812
813
814
815
816
817
818
819
820
821
822
823
824
825
826
827
828
829
830
831
832
833
834
835
836
837
838
839
840
841
842
843
844
845
846
847
848
849
850
851
852
853
854
855
856
857
858
859
860
861
862
863
864
865
866
867
868
869
870
871
872
873
874
875
876
877
878
879
880
881
882
883
884
885
886
887
888
889
890
891
892
893
894
895
896
897
898
899
900
901
902
903
904
905
906
907
908
909
910
911
912
913
914
915
916
917
918
919
920
921
922
923
924
925
926
927
928
929
930
931
932
933
934
935
936
937
938
939
940
941
942
943
944
945
946
947
948
949
950
951
952
953
954
955
956
957
958
959
960
961
962
963
964
965
966
967
968
969
970
971
972
973
974
975
976
977
978
979
980
981
982
983
984
985
986
987
988
989
990
991
992
993
994
995
996
997
998
999
1000
1001
1002
1003
1004
1005
1006
1007
1008
1009
1010
1011
1012
1013
1014
1015
1016
1017
1018
1019
1020
1021
1022
1023
1024
1025
1026
1027
1028
1029
1030
1031
1032
1033
1034
1035
1036
1037
1038
1039
1040
1041
1042
1043
1044
1045
1046
1047
1048
1049
1050
1051
1052
1053
1054
1055
1056
1057
1058
1059
1060
1061
1062
1063
1064
1065
1066
1067
1068
1069
1070
1071
1072
1073
1074
1075
1076
1077
1078
1079
1080
1081
1082
1083
1084
1085
1086
1087
1088
1089
1090
1091
1092
1093
1094
1095
1096
1097
1098
1099
1100
1101
1102
1103
1104
1105
1106
1107
1108
1109
1110
1111
1112
1113
1114
1115
1116
1117
1118
1119
1120
1121
1122
1123
1124
1125
1126
1127
1128
1129
1130
1131
1132
1133
1134
1135
1136
1137
1138
1139
1140
1141
1142
1143
1144
1145
1146
1147
1148
1149
1150
1151
1152
1153
1154
1155
1156
1157
1158
1159
1160
1161
1162
1163
1164
1165
1166
1167
1168
1169
1170
1171
1172
1173
1174
1175
1176
1177
1178
1179
1180
1181
1182
1183
1184
1185
1186
1187
1188
1189
1190
1191
1192
1193
1194
1195
1196
1197
1198
1199
1200
1201
1202
1203
1204
1205
1206
1207
1208
1209
1210
1211
1212
1213
1214
1215
1216
1217
1218
1219
1220
1221
1222
1223
1224
1225
1226
1227
1228
1229
1230
1231
1232
1233
1234
1235
1236
1237
1238
1239
1240
1241
1242
1243
1244
1245
1246
1247
1248
1249
1250
1251
1252
1253
1254
1255
1256
1257
1258
1259
1260
1261
1262
1263
1264
1265
1266
1267
1268
1269
1270
1271
1272
1273
1274
1275
1276
1277
1278
1279
1280
1281
1282
1283
1284
1285
1286
1287
1288
1289
1290
1291
1292
1293
1294
1295
1296
1297
1298
1299
1300
1301
1302
1303
1304
1305
1306
1307
1308
1309
1310
1311
1312
1313
1314
1315
1316
1317
1318
1319
1320
1321
1322
1323
1324
1325
1326
1327
1328
1329
1330
1331
1332
1333
1334
1335
1336
1337
1338
1339
1340
1341
1342
1343
1344
1345
1346
1347
1348
1349
1350
1351
1352
1353
1354
1355
1356
1357
1358
1359
1360
1361
1362
1363
1364
1365
1366
1367
1368
1369
1370
1371
1372
1373
1374
1375
1376
1377
1378
1379
1380
1381
1382
1383
1384
1385
1386
1387
1388
1389
1390
1391
1392
1393
1394
1395
1396
1397
1398
1399
1400
1401
1402
1403
1404
1405
1406
1407
1408
1409
1410
1411
1412
1413
1414
1415
1416
1417
1418
1419
1420
1421
1422
1423
1424
1425
1426
1427
1428
1429
1430
1431
1432
1433
1434
1435
1436
1437
1438
1439
1440
1441
1442
1443
1444
1445
1446
1447
1448
1449
1450
1451
1452
1453
1454
1455
1456
1457
1458
1459
1460
1461
1462
1463
1464
1465
1466
1467
1468
1469
1470
1471
1472
1473
1474
1475
1476
1477
1478
1479
1480
1481
1482
1483
1484
1485
1486
1487
1488
1489
1490
1491
1492
1493
1494
1495
1496
1497
1498
1499
1500
1501
1502
1503
1504
1505
1506
1507
1508
1509
1510
1511
1512
1513
1514
1515
1516
1517
1518
1519
1520
1521
1522
1523
1524
1525
1526
1527
1528
1529
1530
1531
1532
1533
1534
1535
1536
1537
1538
1539
1540
1541
1542
1543
1544
1545
1546
1547
1548
1549
1550
1551
1552
1553
1554
1555
1556
1557
1558
1559
1560
1561
1562
1563
1564
1565
1566
1567
1568
1569
1570
1571
1572
1573
1574
1575
1576
1577
1578
1579
1580
1581
1582
1583
1584
1585
1586
1587
1588
1589
1590
1591
1592
1593
1594
1595
1596
1597
1598
1599
1600
1601
1602
1603
1604
1605
1606
1607
1608
1609
1610
1611
1612
1613
1614
1615
1616
1617
1618
1619
1620
1621
1622
1623
1624
1625
1626
1627
1628
1629
1630
1631
1632
1633
1634
1635
1636
1637
1638
1639
1640
1641
1642
1643
1644
1645
1646
1647
1648
1649
1650
1651
1652
1653
1654
1655
1656
1657
1658
1659
1660
1661
1662
1663
1664
1665
1666
1667
1668
1669
1670
1671
1672
1673
1674
1675
1676
1677
1678
1679
1680
1681
1682
1683
1684
1685
1686
1687
1688
1689
1690
1691
1692
1693
1694
1695
1696
1697
1698
1699
1700
1701
1702
1703
1704
1705
1706
1707
1708
1709
1710
1711
1712
1713
1714
1715
1716
1717
1718
1719
1720
1721
1722
1723
1724
1725
1726
1727
1728
1729
1730
1731
1732
1733
1734
1735
1736
1737
1738
1739
1740
1741
1742
1743
1744
1745
1746
1747
1748
1749
1750
1751
1752
1753
1754
1755
1756
1757
1758
1759
1760
1761
1762
1763
1764
1765
1766
1767
1768
1769
1770
1771
1772
1773
1774
1775
1776
1777
1778
1779
1780
1781
1782
1783
1784
1785
1786
1787
1788
1789
1790
1791
1792
1793
1794
1795
1796
1797
1798
1799
1800
1801
1802
1803
1804
1805
1806
1807
1808
1809
1810
1811
1812
1813
1814
1815
1816
1817
1818
1819
1820
1821
1822
1823
1824
1825
1826
1827
1828
1829
1830
1831
1832
1833
1834
1835
1836
1837
1838
1839
1840
1841
1842
1843
1844
1845
1846
1847
1848
1849
1850
1851
1852
1853
1854
1855
1856
1857
1858
1859
1860
1861
1862
1863
1864
1865
1866
1867
1868
1869
1870
1871
1872
1873
1874
1875
1876
1877
1878
1879
1880
1881
1882
1883
1884
1885
1886
1887
1888
1889
1890
1891
1892
1893
1894
1895
1896
1897
1898
1899
1900
1901
1902
1903
1904
1905
1906
1907
1908
1909
1910
1911
1912
1913
1914
1915
1916
1917
1918
1919
1920
1921
1922
1923
1924
1925
1926
1927
1928
1929
1930
1931
1932
1933
1934
1935
1936
1937
1938
1939
1940
1941
1942
1943
1944
1945
1946
1947
1948
1949
1950
1951
1952
1953
1954
1955
1956
1957
1958
1959
1960
1961
1962
1963
1964
1965
1966
1967
1968
1969
1970
1971
1972
1973
1974
1975
1976
1977
1978
1979
1980
1981
1982
1983
1984
1985
1986
1987
1988
1989
1990
1991
1992
1993
1994
1995
1996
1997
1998
1999
2000
2001
2002
2003
2004
2005
2006
2007
2008
2009
2010
2011
2012
2013
2014
2015
2016
2017
2018
2019
2020
2021
2022
2023
2024
2025
2026
2027
2028
2029
2030
2031
2032
2033
2034
2035
2036
2037
2038
2039
2040
2041
2042
2043
2044
2045
2046
2047
2048
2049
2050
2051
2052
2053
2054
2055
2056
2057
2058
2059
2060
2061
2062
2063
2064
2065
2066
2067
2068
2069
2070
2071
2072
2073
2074
2075
2076
2077
2078
2079
2080
2081
2082
2083
2084
2085
2086
2087
2088
2089
2090
2091
2092
2093
2094
2095
2096
2097
2098
2099
2100
2101
2102
2103
2104
2105
2106
2107
2108
2109
2110
2111
2112
2113
2114
2115
2116
2117
2118
2119
2120
2121
2122
2123
2124
2125
2126
2127
2128
2129
2130
2131
2132
2133
2134
2135
2136
2137
2138
2139
2140
2141
2142
2143
2144
2145
2146
2147
2148
2149
2150
2151
2152
2153
2154
2155
2156
2157
2158
2159
2160
2161
2162
2163
2164
2165
2166
2167
2168
2169
2170
2171
2172
2173
2174
2175
2176
2177
2178
2179
2180
2181
2182
2183
2184
2185
2186
2187
2188
2189
2190
2191
2192
2193
2194
2195
2196
2197
2198
2199
2200
2201
2202
2203
2204
2205
2206
2207
2208
2209
2210
2211
2212
2213
2214
2215
2216
2217
2218
2219
2220
2221
2222
2223
2224
2225
2226
2227
2228
2229
2230
2231
2232
2233
2234
2235
2236
2237
2238
2239
22